

San Pedro Property Owners' Alliance

PROFIT AND LOSS

January - June, 2016

	TOTAL			
	JAN - JUN, 2016	JAN - JUN, 2015 (PY)	CHANGE	% CHANGE
INCOME				
Grants		5,000.00	-5,000.00	-100.00 %
INCOME	730,055.66	723,662.99	6,392.67	0.88 %
INTEREST INCOME	409.13	276.66	132.47	47.88 %
SAS Collected		234,971.05	-234,971.05	-100.00 %
Trolley Charters	1,640.00	2,040.00	-400.00	-19.61 %
Total Income	\$732,104.79	\$965,950.70	\$ -233,845.91	-24.21 %
GROSS PROFIT	\$732,104.79	\$965,950.70	\$ -233,845.91	-24.21 %
EXPENSES				
A. Visitor & Ambassador Service	155,349.76	187,097.04	-31,747.28	-16.97 %
B. Maintenance, Sanitation, & Beautification	66,717.61	133,564.79	-66,847.18	-50.05 %
C. Marketing, Promotions & Waterfront Special Events	35,594.80	70,944.38	-35,349.58	-49.83 %
D. New Business Attraction for Downtown & Waterfront		418.74	-418.74	-100.00 %
F. Policy Development, District Management, & Administration	88.24		88.24	
G. Office, Insurance, Accounting & Other	97,178.36	103,608.56	-6,430.20	-6.21 %
Total Expenses	\$354,928.77	\$495,633.51	\$ -140,704.74	-28.39 %
NET OPERATING INCOME	\$377,176.02	\$470,317.19	\$ -93,141.17	-19.80 %
OTHER INCOME				
Other Income	132.00	4,737.06	-4,605.06	-97.21 %
Total Other Income	\$132.00	\$4,737.06	\$ -4,605.06	-97.21 %
OTHER EXPENSES				
Reconciliation Discrepancies	-18.45	4,230.00	-4,248.45	-100.44 %
Total Other Expenses	\$ -18.45	\$4,230.00	\$ -4,248.45	-100.44 %
NET OTHER INCOME	\$150.45	\$507.06	\$ -356.61	-70.33 %
NET INCOME	\$377,326.47	\$470,824.25	\$ -93,497.78	-19.86 %

San Pedro Property Owners' Alliance

BALANCE SHEET

As of July 28, 2016

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Malaga MM 638	3,032.51
Malaga Operations 9045	384,223.77
Malaga Payroll	12,654.55
Total Bank Accounts	\$399,910.83
Accounts Receivable	
Accounts Receivable	288,733.68
Total Accounts Receivable	\$288,733.68
Other current assets	
Investments Vanguard	
Bond Account-VG	0.00
Money Market-VG TB-9	0.00
Total Investments Vanguard	0.00
Legal Retainer	0.00
Prepaid Expenses	1,666.67
Insurance	2,049.52
Rent	0.00
Total Prepaid Expenses	3,716.19
Undeposited Funds	0.00
Total Other current assets	\$3,716.19
Total Current Assets	\$692,360.70
Fixed Assets	
2001 Freightliner Molly Trolly	8,304.00
Accumulated Depreciation	-8,304.00
Total 2001 Freightliner Molly Trolly	0.00
2002 Freightliner Molly Trolly	8,304.00
Accumulated Depreciation	-8,304.00
Total 2002 Freightliner Molly Trolly	0.00
Refurbish Cost To Trollies	68,055.98
Accumulated Depreciation	-68,055.98
Total Refurbish Cost To Trollies	0.00
T3 Series	0.00
Depreciation	-12,972.75
Original Cost	12,972.75
Total T3 Series	0.00
Total Fixed Assets	\$0.00
TOTAL ASSETS	\$692,360.70
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	15,573.17
Total Accounts Payable	\$15,573.17

	TOTAL
Other Current Liabilities	
Accrued Expenses	2,010.00
Employee Tax Liability	0.00
Other Current Liabilities	0.00
Short Term Loans	0.00
Total Other Current Liabilities	\$2,010.00
Total Current Liabilities	\$17,583.17
Total Liabilities	\$17,583.17
Equity	
Net Assets - Unrestricted	282.00
Retained Earnings	-11,534.34
Net Income	686,029.87
Total Equity	\$674,777.53
TOTAL LIABILITIES AND EQUITY	\$692,360.70

San Pedro Property Owners' Alliance

BUDGET VS. ACTUALS: 2016 BUDGET - FY16 P&L

January - December 2016

	ACTUAL	TOTAL		% OF BUDGET
		BUDGET	OVER BUDGET	
INCOME				
Grants	50,000.00	0.00	50,000.00	
INCOME				
Assesment Income	731,274.92	1,078,979.00	-347,704.08	67.77 %
Assessment-Public Parcels	294,704.49		294,704.49	
Less Administration Fee	-20,951.04		-20,951.04	
Partnership Programs				
LA Dept. of Cultural Affairs		50,500.00	-50,500.00	
POLA Sponsorship Income	40,000.00	90,000.00	-50,000.00	44.44 %
Total Partnership Programs	40,000.00	140,500.00	-100,500.00	28.47 %
Rental Income	950.00		950.00	
Total INCOME	1,045,978.37	1,219,479.00	-173,500.63	85.77 %
INTEREST INCOME	5.96		5.96	
City of Los Angeles	320.87		320.87	
Interest MM	0.30		0.30	
Malaga Op	82.00		82.00	
Total INTEREST INCOME	409.13		409.13	
Trolley Charters	1,640.00	1,600.00	40.00	102.50 %
Total Income	\$1,098,027.50	\$1,221,079.00	\$ -123,051.50	89.92 %
GROSS PROFIT	\$1,098,027.50	\$1,221,079.00	\$ -123,051.50	89.92 %
EXPENSES				
A. Visitor & Ambassador Service				
Meals and Entertainment		0.00	0.00	
Printing		300.00	-300.00	
Security Operations	81,880.83	144,000.00	-62,119.17	56.86 %
Communication	4,080.00	6,120.00	-2,040.00	66.67 %
Uniforms		0.00	0.00	
Total Security Operations	85,960.83	150,120.00	-64,159.17	57.26 %
Tourism Operations	750.00		750.00	
Labor (deleted)				
Salaries Ambassadors (deleted)		0.00	0.00	
Salary Manager (deleted)		0.00	0.00	
Taxes & Benefits (deleted)		0.00	0.00	
Workers Compensation Ins (deleted)		0.00	0.00	
Total Labor (deleted)		0.00	0.00	
Operating Supplies	208.13		208.13	
Other Expense		0.00	0.00	
POLA Trolley Program	32,483.96		32,483.96	
Gas for trolley	2,235.81		2,235.81	
Trolley Expenses	130.51		130.51	
Total POLA Trolley Program	34,850.28		34,850.28	
Salaries Ambassadors	14,959.55	42,000.00	-27,040.45	35.62 %
Taxes & Benefits for Tourism Labor	1,993.03	9,600.00	-7,606.97	20.76 %
Uniforms		1,500.00	-1,500.00	
Worker's Compensation Ins. for Tourism Labor	337.19	1,200.00	-862.81	28.10 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Tourism Operations	53,098.18	54,300.00	-1,201.82	97.79 %
Tourism Promotions		4,500.00	-4,500.00	
Trolley Operations		0.00	0.00	
Fuel	3,778.20	14,500.00	-10,721.80	26.06 %
Labor	39,286.44	47,000.00	-7,713.56	83.59 %
License & Permits		1,000.00	-1,000.00	
Maintenance		4,000.00	-4,000.00	
Total Trolley Operations	43,064.64	66,500.00	-23,435.36	64.76 %
Total A. Visitor & Ambassador Service	182,123.65	275,720.00	-93,596.35	66.05 %
B. Maintenance, Sanitation, & Beautification				
Beacon House Assoc. of San Pedro	13,760.96	48,000.00	-34,239.04	28.67 %
Capital Improvements		6,000.00	-6,000.00	
Construction & Materials		0.00	0.00	
Landscaping	1,774.00	5,000.00	-3,226.00	35.48 %
Maintenance Supplies	2,090.83	1,200.00	890.83	174.24 %
Maintenance.		0.00	0.00	
Repair & Maintenance		1,200.00	-1,200.00	
Sanitation Services	49,232.46	78,000.00	-28,767.54	63.12 %
Street & Sidewalk Cleaning	3,440.24	10,500.00	-7,059.76	32.76 %
Utilities	4,939.00	7,800.00	-2,861.00	63.32 %
Total B. Maintenance, Sanitation, & Beautification	75,237.49	157,700.00	-82,462.51	47.71 %
C. Marketing, Promotions & Waterfront Special Events		0.00	0.00	
Advertising	155.00	24,000.00	-23,845.00	0.65 %
Marketing	1,002.65	10,000.00	-8,997.35	10.03 %
Other	451.76	0.00	451.76	
Print	1,433.33		1,433.33	
Social Networking	145.00	600.00	-455.00	24.17 %
TV & Radio		0.00	0.00	
Total Advertising	3,187.74	34,600.00	-31,412.26	9.21 %
CA Arts Council Grant	2,500.00		2,500.00	
Coop Marketing Support	600.00		600.00	
Cash Cards	1,120.00	4,000.00	-2,880.00	28.00 %
Entertainment Stipend	640.00	0.00	640.00	
First and Third Thursday	5,300.00	9,600.00	-4,300.00	55.21 %
Total Coop Marketing Support	7,660.00	13,600.00	-5,940.00	56.32 %
Dia de Los Muertos	283.20	40,000.00	-39,716.80	0.71 %
Labor Expenses				
Salary Marketing Manager	20,290.00	41,592.00	-21,302.00	48.78 %
Taxes & Benefits	3,115.02	4,800.00	-1,684.98	64.90 %
Total Labor Expenses	23,405.02	46,392.00	-22,986.98	50.45 %
Newsletters		800.00	-800.00	
Office Supplies		600.00	-600.00	
Print		108.39	-108.39	
Special Events	4,772.02	4,000.00	772.02	119.30 %
Website	1,812.17	3,600.00	-1,787.83	50.34 %
Total C. Marketing, Promotions & Waterfront Special Events	43,620.15	143,700.39	-100,080.24	30.35 %
D. New Business Attraction for Downtown & Waterfront		2,000.00	-2,000.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
F. Policy Development, District Management, & Administration				
Executive Director		0.00	0.00	
Payroll Expenses		0.00	0.00	
Travel Meals	88.24		88.24	
Total F. Policy Development, District Management, & Administration	88.24	0.00	88.24	
G. Office, Insurance, Accounting & Other				
Accounting & Bookkeeping	2,850.00	5,225.00	-2,375.00	54.55 %
Auto Expenses	36.84		36.84	
Bank Fees	5.00	120.00	-115.00	4.17 %
Computer & Related	1,877.10	1,200.00	677.10	156.43 %
Consultant	2,500.00	20,000.00	-17,500.00	12.50 %
Contract Labor		0.00	0.00	
CPA	3,200.00	3,500.00	-300.00	91.43 %
Depreciation Expense		5,553.96	-5,553.96	
Dues and Subscriptions	109.96	341.97	-232.01	32.15 %
Entertainment		579.07	-579.07	
Insurance	21,554.02	27,488.49	-5,934.47	78.41 %
Legal Fees		204.35	-204.35	
License		1,292.02	-1,292.02	
Meals	740.85	500.00	240.85	148.17 %
Office Equipment	60.00	1,000.00	-940.00	6.00 %
Office Supplies	1,188.01	2,400.00	-1,211.99	49.50 %
Operating Supplies	87.56		87.56	
Payroll				
Salary Executive Director	52,500.00	90,000.00	-37,500.00	58.33 %
Taxes & Benefits	8,307.45	9,600.00	-1,292.55	86.54 %
Workers Compensation Ins	482.86	1,154.36	-671.50	41.83 %
Total Payroll	61,290.31	100,754.36	-39,464.05	60.83 %
Postage		600.00	-600.00	
Printing & Copying		2,800.00	-2,800.00	
Professional Fees				
Payroll Processing	1,119.43	2,646.78	-1,527.35	42.29 %
Total Professional Fees	1,119.43	2,646.78	-1,527.35	42.29 %
Rent Fees and Expenses	14,725.00	17,400.00	-2,675.00	84.63 %
Office Service Provided by SPChamber	5,350.00	8,100.00	-2,750.00	66.05 %
Total Rent Fees and Expenses	20,075.00	25,500.00	-5,425.00	78.73 %
Taxes, Permits & Licenses	33.67	1,486.91	-1,453.24	2.26 %
Telephone	337.66		337.66	
Training & Development	147.00		147.00	
Travel	207.62	600.00	-392.38	34.60 %
Total G. Office, Insurance, Accounting & Other	117,420.03	203,792.91	-86,372.88	57.62 %
Holiday Lights & Decorations		6,000.00	-6,000.00	
Total Expenses	\$418,489.56	\$788,913.30	\$ -370,423.74	53.05 %
NET OPERATING INCOME	\$679,537.94	\$432,165.70	\$247,372.24	157.24 %
OTHER INCOME				
Other Income		5,515.06	-5,515.06	
Dia Booth Rentals		8,055.00	-8,055.00	
Dia Sponsorships		250.00	-250.00	
Parking Structure	132.00	4,400.00	-4,268.00	3.00 %

		TOTAL		
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Other Income	132.00	18,220.06	-18,088.06	0.72 %
Total Other Income	\$132.00	\$18,220.06	\$ -18,088.06	0.72 %
OTHER EXPENSES				
Reconciliation Discrepancies	-18.45		-18.45	
Total Other Expenses	\$ -18.45	\$0.00	\$ -18.45	0.00%
NET OTHER INCOME	\$150.45	\$18,220.06	\$ -18,069.61	0.83 %
NET INCOME	\$679,688.39	\$450,385.76	\$229,302.63	150.91 %